

RJ REYNOLDS

TOBACCO COMPANY

*Attention
Judy*

September 22, 1997

RJR Account #315268

Mr. J. Mitiguy
DOWLINGS, INC.S. R. MacL. MOD
Region Operations Mgr160 Lawrence Bell Drive
Suite #100
Williamsville, NY 14221
(716) 634-8232
Fax (716) 634-3145**NOVEMBER DORAL B2G1F / PROMOTION #701647**

Dear John:

DORAL B2G1F pre-sleeved product (6M) has been ordered (see quantities listed below), as well as 118 skus of B2G1F Displays (Item #533174) to pack and ship this promotion to your participating retail accounts.

| DORAL BRAND STYLE | B2G1F UPC Code | # (6M) Cases B2G1F |
|----------------------|-------------------|-----------------------|
| Light | 12300-24480 | 2 |
| Light Men 100 | 12300-24482 | 2 |
| Light 100 | 12300-24489 | 2 |
| PF 100 | 12300-24490 | 2 |

DISPLAY DETAIL

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.

EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.

THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.

IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY; THIS WILL ENABLE YOU TO BILL RETAIL @ 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.

Product PO # 127A; Displays PO # 127B

Product / Premium Arrival:

October 20, 1997

Ship Date to Retail:

Week of: October 27, 1997

SKU CUBE:

1.0195

SKU WT (w/o Product):

1.7300 lbs

Retail Sales Offer per Sku:

21 Offers

Billing per Sku:

5 Savings Cartons (If additional live pack is added to Display)

4.9 Savings Cartons (If additional live pack is NOT added to Display)

EFT \$ Amount:

\$4,499.77

51845 7992

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

11/05/97

| | |
|--------------------------|----------------------|
| ACCOUNT NUMBER: 315288 | DOWLINGS INC. |
| VOUCHER NUMBER: 15377512 | 92 CATAMOUNT DR. |
| DATE WRITTEN: 11/05/97 | BOX#1002 |
| STATUS: PAID | MILTON , VT 5468 |
| AMOUNT PAID: 137.20 | SEND CHECK TO: PAYEE |

| DESCRIPTION | UNITS | AMOUNT |
|------------------|-------|--------|
| '97 VAP PK & SHP | 9.80 | 137.20 |

EXPLANATION: NOV DOR B2G1F 701647 RT

51845 7993